



U.S. Trade and Development Agency

USTDA-Sponsored Events
and Conferences Report

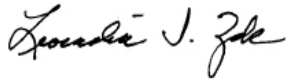
Fiscal Year 2014

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Released January 30, 2015

MESSAGE FROM THE DIRECTOR

It is my pleasure to provide the U.S. Trade and Development Agency's report of the events and conferences sponsored by the Agency in Fiscal Year 2014.

A handwritten signature in black ink, appearing to read "Linda J. Zick". The signature is fluid and cursive, with the first name "Linda" being the most prominent part.

Director

U.S. Trade and Development Agency

U.S. Trade and Development Agency-Sponsored Events and Conferences in Fiscal Year 2014

In response to the Office of Management and Budget's (OMB) *Memorandum on Promoting Efficient Spending to Support Agency Operations (M-12-12)*, the U.S. Trade and Development Agency (USTDA) is pleased to provide this report on all USTDA-sponsored conferences and events for Fiscal Year (FY) 2014.

USTDA's mission is to help companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies. USTDA uses two approaches to fulfill its mission. The first is to fund U.S.-led feasibility studies, pilot projects, and technical assistance through its Project Development Program to link foreign project sponsors with U.S. businesses at the critical early stage when technology options and project requirements are being defined. The second approach, and the subject of this report, is through its International Business Partnership Program (IBPP), which is designed to connect buyers from developing and middle-income countries with U.S. manufacturers and service providers in order to open new export markets and commercial opportunities around the world for American companies. USTDA funds a number of conferences and events each year in order to fulfill the objectives of the IBPP.

USTDA launched the IBPP in response to President Obama's National Export Initiative (NEI) and has increased the number of events and trade promotion programs under the IBPP in an effort to generate more U.S. exports and support U.S. jobs. The trade promotion activities and events sponsored under the IBPP include:

1. **Reverse Trade Missions (RTMs)** - RTMs bring foreign buyers to the United States, pending an upcoming procurement, in order to observe the design, manufacture, demonstration, and operation of U.S. products and services that can help them achieve their development goals. These strategically planned missions also present excellent opportunities for U.S. businesses to establish or enhance relationships with prospective overseas customers.
2. **Conferences and Workshops** - USTDA organizes worldwide conferences and workshops to connect U.S. firms with foreign project sponsors. These sector- or region-specific events are designed to showcase U.S. goods, services, and technology to foreign buyers. U.S. firms also have the opportunity to meet one-on-one with overseas project sponsors. These events also provide U.S. companies with an understanding of U.S. government programs and the role they can play in supporting increased exports, from advocacy support to export financing options.
3. **Training** - In support of U.S. businesses, USTDA provides training for foreign decision makers to support the sale of U.S. equipment and services overseas. Training can take place in either the United States or host country and it typically focuses on technology or regulatory requirements in order to give project sponsors a better understanding of U.S. capabilities and expertise related to a procurement opportunity.

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USTDA's IBPP program creates a win-win scenario by promoting U.S. exports to advance economic growth in developing and middle-income countries. Given its unique role, USTDA is perfectly positioned to support U.S. businesses interested in entering or expanding their presence in developing and middle-income countries.

Along with USTDA's colleagues throughout the federal government, USTDA is fully committed to helping U.S. businesses enter new overseas markets and support U.S. jobs. The Agency looks forward to continuing its successful collaboration with its many partners spanning federal, state, and local governments, the U.S. business community, and overseas stakeholders to promote U.S. exports that meet the development needs of low and middle-income countries.

At USTDA all conferences and events, regardless of cost, are approved at the highest levels of senior management, including the Director of the Agency. In addition, the Agency has instituted a multi-level review of conference and event budgets to ensure that they are appropriate and that U.S. government funds are not wasted. Subsequent to development of a conference or event budget by program staff, it is reviewed by the Agency's Regional Director for the relevant region and by one of the Agency's Assistant General Counsels prior to presentation and further examination by the Agency's Executive Team.

As part of our fiscal stewardship, every aspect of the planning, logistics, and implementation of a conference or event is carefully scrutinized and monitored to ensure all monies are spent in the most cost-effective and efficient manner. Pursuant to Federal Acquisition Regulation procedures, USTDA competitively selects an outside contractor to manage conference logistics. USTDA pays for a portion of the conference costs by reimbursing the contractor for actual expenses incurred, such as lodging for the delegates, international and domestic air fare, land transportation, meals associated with the event, and interpretation services, if required. This approach allows USTDA to incur only actual conference costs rather than guaranteeing the contractor a fixed payment for the entire cost of the conference. In many instances, the contractor is also required to secure a specified minimum amount in conference sponsorship, which is used to offset USTDA's costs. In addition, any gate receipts in excess of a specified number of attendees, as well as any sponsorship in excess of the specified amount, are typically shared 50/50 by USTDA and the contractor. These measures help to ensure that Agency funds are spent in the most cost-effective manner. In FY 2014, USTDA supported 39 reverse trade missions, conferences, and workshops, paying a total of \$6,390,649.70 in event expenses. Detailed descriptions of these events may be found in this report.

Sub-Saharan Africa Light Aircraft and Helicopter Reverse Trade Mission

Date: October 13-25, 2013

Location: Washington, DC; Vero Beach, FL; Wichita, KS; Fort Worth, TX; Garland, TX

Event expenses paid through FY 2014: \$214,341.27

Final cost of event will not exceed: \$240,843.10

Number of delegates whose event expenses were paid by USTDA: 11

Number of contractor personnel whose event expenses were paid by USTDA: 3

USTDA sponsored a Sub-Saharan Africa Light Aircraft and Helicopter RTM to introduce delegates from across sub-Saharan Africa to U.S. technology and industry best practices in the commercial and general aviation sectors. Delegates from private sector aviation companies in sub-Saharan Africa participated in site visits where they met with U.S. industry experts and suppliers of light aircraft and helicopters. Africa's aviation sector is the second fastest growing in the world, with growth expected to continue above the global average through 2030. To meet this growing demand, some industry estimates project that Africa's aircraft fleet will need to double in the next 20 years, with additions of up to 900 new aircraft at a value of \$120 billion. This growth is occurring in both the commercial and general aviation markets.

Nigeria Electricity Distribution Reverse Trade Mission

Date: October 15-25, 2013

Location: Atlanta, GA; Washington, DC; Philadelphia, PA

Event expenses paid through FY 2014: \$206,969.59

Final cost of event will not exceed: \$231,115.12

Number of delegates whose event expenses were paid by USTDA: 14

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel whose event expenses were paid by USTDA: 3

This RTM connected the senior management of Nigeria's newly privatized distribution companies with U.S. companies that provide equipment and services in the electricity distribution sector, with a focus on loss reduction and smart grid technologies, as well as policies, regulations, financing mechanisms, and management structures that can support the implementation of smart grid infrastructure in Nigeria. The visit included a Business Briefing in Washington, DC on October 22, 2013. The visit also included meetings and site visits in Atlanta, GA; Washington, DC; and Philadelphia, PA.

U.S.-India Aviation Summit and Supplemental Visits

Date: October 27-31, 2013

Location: Washington, DC; Chicago, IL

Event expenses paid through FY 2014: \$263,033.19

Final cost of event will not exceed: \$348,600.20

Number of delegates whose event expenses were paid by USTDA: 24

Number of delegates whose event expenses were self-funded: 1

Number of participants whose meal expenses were paid by USTDA: 185

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of contractor personnel whose event expenses were paid by USTDA: 5

To encourage a high-level dialogue on major issues relating to air traffic management and control in India, and to promote U.S. technical solutions to support India's growing aviation market, USTDA and the Government of India, in cooperation with the U.S.-India Aviation Cooperation Program (ACP); U.S. Department of Transportation/U.S. Federal Aviation Administration; U.S. Department of Commerce/U.S. Commercial Service; and U.S. Department of Homeland Security/Transportation Security Administration, sponsored the U.S.-India Aviation Summit from October 29-31, 2013, in Washington, DC. Prior to the start of the summit, as supplemental visits, one group of Indian delegates visited Chicago O'Hare International Airport and met with U.S. companies in Chicago, IL, while the second group met with U.S. companies in Washington, DC. These supplemental visits provided the Indian delegates with valuable information on the products, services, and technologies offered by U.S. companies.

Libya Information and Communication Technology (ICT) Sector - Data Centers Reverse Trade Mission

Date: November 1-11, 2013

Location: Silicon Valley, CA

Event expenses paid through FY 2014: \$127,601.38

Final cost of event will not exceed: \$173,286.98

Number of delegates whose event expenses were paid by USTDA: 10

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel whose event expenses were paid by USTDA: 2

USTDA hosted Libya's Minister of Communications as well as other Libyan ICT sector officials on a visit to the United States to participate in the ICT Sector - Data Centers RTM. This RTM provided an opportunity for the public and private sector delegates to become familiar with advancements in data center operations in the United States, meet with top U.S. technology industry and

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government leaders, and learn about current U.S. technologies and best practices specific to data center development. The RTM also included a Business Briefing on November 6, 2013 in Silicon Valley, CA, where U.S. companies learned about Libya ICT project opportunities and met with the senior-level decision-making delegates.

South Africa Renewable Energy Grid Integration Study Tour

Date: November 2-22, 2013

Location: Austin, TX; Houston, TX; Phoenix, AZ; Orange County, CA; San Diego, CA; Sacramento, CA; Denver, CO

Event expenses paid through FY 2014: \$235,730.54

Final cost of event will not exceed: \$258,994.16

Number of delegates whose event expenses were paid by USTDA: 13

Number of USTDA employees whose event expenses were paid by USTDA: 2

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel whose event expenses were paid by USTDA: 3

USTDA hosted a delegation of senior technical officials from Eskom, South Africa's public electricity utility, on a visit to the United States to explore U.S. technologies, equipment, and services in the renewable energy sector. Eskom is the largest producer of electricity in Africa and one of the top seven utilities in the world in terms of generation capacity and among the top nine in terms of sales. Eskom is also responsible for the integration of new renewable power generation into the national grid. In order to facilitate renewables integration, South Africa's electricity infrastructure will require significant investments in smart grid and other grid balancing/integration technologies. Eskom plans to spend more than \$150 billion on electricity infrastructure over the 2010-2030 timeframe, including \$11 billion on transmission sector reliability alone over the next ten years. A Business Briefing with the delegation was held on November 15, 2013 in Costa Mesa, CA.

Asia Regional Waste-to-Energy and Biomass Reverse Trade Mission

Date: November 3-14, 2013

Location: Washington, DC; Seattle, WA; Sacramento, CA; San Francisco, CA

Event expenses paid through FY 2014: \$227,195.71

Final cost of event will not exceed: \$289,346.92

Number of delegates whose event expenses were paid by USTDA: 11

Number of delegates whose event expenses were self-funded: 1

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

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USTDA supported a regional RTM intended to introduce officials and project developers in the waste-to-energy and related biomass power subsector in Indonesia, the Philippines, and Thailand to relevant U.S. industry suppliers, service providers, and regulators. This regional activity supported USTDA's efforts as part of the U.S.-ASEAN Connectivity Cooperation Initiative as well as the U.S.-Asia Pacific Comprehensive Energy Partnership. A Business Briefing was held on November 12, 2013 in San Francisco, CA for U.S. companies to meet with the delegates in order to learn more about specific project opportunities and upcoming procurements.

China Mid-Range and Heavy Duty Commercial Vehicle Fuel Economy Standards Reverse Trade Mission

Date: December 1-7, 2013

Location: Washington, DC; Columbus, IN; Indianapolis, IN; Chicago, IL; Detroit, MI

Event expenses paid through FY 2014: \$225,152.86

Final cost of event will not exceed: \$303,056.10

Number of delegates whose event expenses were paid by USTDA: 11

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

This RTM connected officials from China's Ministry of Industry and Information Technology, Ministry of Environmental Protection, and other relevant Chinese government agencies, associations, and institutes with officials from U.S. government agencies and organizations with responsibility for engine fuel consumption and emissions standards in the United States, as well as U.S. firms that supply technologies and services that can assist China in addressing fuel engine consumption challenges. The visit included meetings and site visits in Washington, DC; Detroit, MI; Columbus, IN; Indianapolis, IN; and Chicago, IL.

China Senior Healthcare Leadership Training Program

Date: December 1-20, 2013

Location: Baltimore, MD; Washington, DC; Kansas City, KS; Kansas City, MO

Event expenses paid through FY 2014: \$290,192.64

Final cost of event will not exceed: \$365,728.50

Number of delegates whose event expenses were paid by USTDA: 26

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

The China Senior Healthcare Leadership Training Program was designed to strengthen the capacity of senior health executives in China and to introduce best practices in healthcare management and information technology (IT) solutions. The program included visits to Baltimore, MD, for courses at Johns Hopkins University, as well as site visits to the University of Kansas

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Medical Center and various general hospitals and clinics. The curriculum included topics on hospital management, disease control and prevention, IT solutions in management, value-added health services, senior care, and community healthcare network and support. The visit provided opportunities for the delegation to meet with senior hospital leaders in the United States, as well as U.S. firms that supply medical technologies and services that can assist China in addressing management solutions and advanced healthcare needs. The program was supported by members of the U.S.-China Healthcare Cooperation Program (HCP). The delegation also visited Washington, DC for meetings with policymakers.

Mexico Solar Power Development Reverse Trade Mission

Date: December 2-11, 2013

Location: Washington, DC; Phoenix, AZ; Southern California

Event expenses paid through FY 2014: \$169,935.32

Final cost of event will not exceed: \$226,372.55

Number of delegates whose event expenses were paid by USTDA: 10

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 10

USTDA hosted a delegation of government officials and industry representatives from Mexico on the Solar Power Development RTM to the United States. The visit provided an opportunity for the public and private sector delegates to become familiar with advancements in solar power generation in the United States, meet with U.S. industry and regulatory leaders, and learn about innovative U.S. solar power technologies and best practices related to the effective development, expansion, and management of solar power generation.

U.S.-Turkey Smart Grid Technical Workshop

Date: December 10, 2013

Location: Istanbul, Turkey

Event expenses paid through FY 2014: \$65,539.16

Final cost of event will not exceed: \$132,465.59

Number of participants and speakers whose event expenses were paid by USTDA: 37

Number of participants whose event expenses were self-funded: 98

Number of USTDA employees whose event expenses were paid by USTDA: 2

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 10

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 8

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Working in cooperation with ELDER, (Turkey's Electricity Distribution Services Association), USTDA sponsored a one-day technical workshop on December 10, 2013 as a follow-on activity to the successful USTDA workshop organized in February 2013 in Istanbul, Turkey. The event provided a forum for U.S.-Turkish technical exchanges to foster U.S.-Turkish partnerships for state-of-the-art electricity distribution and highlight smart grid projects and initiatives, U.S. smart grid technologies, and the regulatory frameworks and financing mechanisms available to support these technologies. Participating delegates represented public and private sector stakeholders responsible for the Turkish power sector's future development, including the 21 electricity distribution companies in Turkey, the Ministry of Energy, and the energy regulator, EMRA. Representatives from U.S. companies providing equipment and services to the power sector attended to participate in the technical exchanges, learn about upcoming opportunities in Turkey, and connect with senior decision makers.

U.S.-Turkey Smart Grid Reverse Trade Mission

Date: January 27-31, 2014

Location: San Antonio, TX; Houston, TX

Event expenses paid through FY 2014: \$93,806.66

Final cost of event will not exceed: \$131,183.67

Number of delegates whose event expenses were paid by USTDA: 19

Number of USTDA employees whose event expenses were paid by USTDA: 2

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

USTDA hosted a delegation of Turkish electricity sector officials on a visit to the United States to participate in the U.S.-Turkey Smart Grid RTM from January 27-31, 2014. As a follow-on activity to the U.S.-Turkey Smart Grid Workshop in December 2013, the RTM was designed to showcase best practices to support the incorporation of smart grid technology into Turkey's electricity grid. Through attendance at the DistribuTECH Conference & Exhibition in San Antonio, TX and individual meetings with U.S. companies and utilities, the RTM introduced the delegation to leading U.S. technologies and services.

U.S.-Colombia Smart Grid Workshop: Partnering to Power the Future

Date: February 11-12, 2014

Location: Bogotá, Colombia

Event expenses paid through FY 2014: \$216,507.76

Final cost of event will not exceed: \$301,667.72

Number of participants and speakers whose event expenses were paid by USTDA: 35

Number of participants whose event expenses were self-funded: 185

Number of USTDA employees whose event expenses were paid by USTDA: 5

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Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 9
Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 8

USTDA sponsored a two-day workshop to foster U.S.-Colombian partnerships for state-of-the-art electricity transmission and distribution projects throughout the country in cooperation with Colombia Inteligente (Smart Colombia), an industry coalition established to coordinate the implementation of smart grid technology in Colombia. The event highlighted Colombia's smart grid projects and initiatives, as well as U.S. technologies and the regulatory frameworks, standards, and financing mechanisms available to support them. The workshop also focused on the applicability of demand response programs. The event brought together high-level U.S. and Colombian power sector stakeholders, including representatives from Colombia's electric utilities, the independent system operator, the Ministry of Mines and Energy, and other regulatory bodies. Representatives from U.S. companies providing smart grid equipment and services attended to learn about upcoming opportunities and connect with senior Colombian decision makers.

Myanmar Civil Aviation Modernization Reverse Trade Mission

Date: February 23-March 5, 2014

Location: Washington, DC; Wichita, KS; Seattle, WA

Event expenses paid through FY 2014: \$219,922.96

Final cost of event will not exceed: \$281,301.63

Number of delegates whose event expenses were paid by USTDA: 12

Number of delegates whose event expenses were self-funded: 2

Number of contractor personnel whose event expenses were paid by USTDA: 2

USTDA hosted a delegation of Myanmar civil aviation officials on a visit to the United States to participate in the Civil Aviation Modernization RTM. During the RTM, the delegates from Myanmar's Department of Civil Aviation and commercial airlines had the opportunity to meet with U.S. companies to gain exposure to U.S. goods, services, and technologies that can assist them in modernizing Myanmar's civil aviation infrastructure. In Washington, DC, the delegation met with representatives from U.S. government agencies to discuss federal resources available to support their infrastructure development plans. The RTM also included a Business Briefing at USTDA's headquarters in Arlington, VA, where U.S. companies learned about upcoming civil aviation project opportunities and met with the delegates.

Libya Natural Gas-Fired Power Generation Reverse Trade Mission

Date: February 23-March 5, 2014

Location: Washington, DC; Atlanta, GA; Charlotte, NC; Greenville, SC

Event expenses paid through FY 2014: \$63,775.60

Final cost of event will not exceed: \$251,910.10

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Number of delegates whose event expenses were paid by USTDA: 10

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel whose event expenses were paid by USTDA: 3

USTDA hosted a delegation of Libyan power sector officials on a visit to the United States to participate in the Natural Gas-Fired Power Generation RTM. During the RTM, the private and public sector delegates had the opportunity to meet with U.S. companies to gain exposure to technology, equipment, and services that can support efforts to expand and modernize electricity generation in Libya. The RTM also included a Business Briefing where U.S. companies learned about upcoming Libya power generation project opportunities and met with the senior-level decision-making delegates.

Botswana Global Procurement Initiative Training

Date: March 3-5, 2014

Location: Gaborone, Botswana

Event expenses paid through FY 2014: \$123,709.40

Final cost of event will not exceed: \$319,944.14

Number of speakers whose event expenses were paid by USTDA: 2

Number of participants whose meal expenses were paid by USTDA: 37

Number of USTDA employees whose event expenses were paid by USTDA: 2

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 3

Number of contractor personnel whose event expenses were paid by USTDA: 2

The Botswana Global Procurement Initiative (GPI) Training represents the first activity undertaken as part of the partnership between USTDA and Botswana's Public Procurement and Asset Disposal Board established to promote best-value procurement practices and policies in Botswana. USTDA worked with its globally recognized GPI partner, the George Washington University Law School's Government Procurement Law Program, to develop a three-day intensive training in Gaborone for public procurement officials. The training was designed to strengthen the capacity of procurement officials in the areas of tender specification and design, best-value determinations, contract management, risk mitigation, and complaint review mechanisms.

Brazil and Mexico Flight Safety Standards Reverse Trade Mission

Date: March 9-15, 2014

Location: Washington, DC

Event expenses paid through FY 2014: \$129,406.80

Final cost of event will not exceed: \$158,168.10

Number of delegates whose event expenses were paid by USTDA: 10

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Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 7

USTDA hosted a delegation of civil aviation officials from Brazil and Mexico on a visit to the United States to participate in the Flight Safety Standards RTM. The delegates participated in meetings and site visits with U.S. government agencies, U.S. aviation industry associations, and U.S. companies to discuss flight safety, standards, and technologies. The delegates also attended the Western Hemisphere Flight Standards Meeting on March 12-13, 2014.

Brazil Rail Efficiency Technologies Reverse Trade Mission

Date: March 16-21, 2014

Location: Dallas, TX; Washington, DC; Jacksonville, FL

Event expenses paid through FY 2014: \$184,706.90

Final cost of event will not exceed: \$216,587.10

Number of delegates whose event expenses were paid by USTDA: 14

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

The objective of the Brazil Rail Efficiency Technologies RTM was to familiarize Brazilian government, private, and regulatory representatives with the latest U.S. cargo rail technologies and intermodal transportation best practices. The delegates met with vendors of control center, logistics, and intermodal technologies, and learned about U.S. best practices for enhancing operational efficiency.

Colombia Power Market Management System Reverse Trade Mission

Date: March 16-26, 2014

Location: Washington, DC; Raleigh, NC; Austin, TX; Silicon Valley, CA

Event expenses paid through FY 2014: \$160,924.40

Final cost of event will not exceed: \$221,278.38

Number of delegates whose event expenses were paid by USTDA: 5

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

USTDA supported this RTM to familiarize Colombian power sector stakeholders with U.S. technologies and best practices for the implementation of a Power Market Management System (MMS), including financial settlement and billing, testing, and integration solutions in preparation

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for the upcoming MMS procurement by XM Compañía de Expertos en Mercados S.A.'s (XM), Colombia's system operator and market administrator. In addition to executives from XM, the delegation included representatives from the Ministry of Mines and Energy, the Regulatory Commission for Energy and Gas, and the Planning Unit for Mining and Energy. The delegation met with U.S. companies and U.S. government stakeholders as well as regional and independent system operators throughout the RTM. A Business Briefing at USTDA's headquarters in Arlington, VA provided a forum for the Colombian delegation to brief attending U.S. companies on their expectations for their upcoming procurement of a Power MMS and other related services. At the briefing, U.S. companies had the opportunity to meet one-on-one with the Colombian delegates.

Dominican Republic Digital Television Technologies Reverse Trade Mission

Date: April 4-16, 2014

Location: Las Vegas, NV; Washington, DC; Miami, FL

Event expenses paid through FY 2014: \$221,288.64

Final cost of event will not exceed: \$260,249.10

Number of delegates whose event expenses were paid by USTDA: 12

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

Senior delegates from the Dominican Republic television broadcasting sector participated in this twelve-day Digital Television Technologies RTM to the United States. The visit included a discussion of the Advanced Television Systems Committee, Inc. standards that the Dominican Republic has decided to adopt for the transition of their national television broadcasting operations from analog to digital technology in September 2015. Delegates met with U.S. broadcasting technology-related companies and U.S. government agencies, and participated in site visits to broadcasting studios and transmitter stations.

Brazil Passenger Rail Signaling and Power Systems Upgrade Reverse Trade Mission

Date: May 4-10, 2014

Location: Baltimore, MD; Washington, DC; Pittsburgh, PA

Event expenses paid through FY 2014: \$130,579.41

Final cost of event will not exceed: \$211,333.55

Number of delegates whose event expenses were paid by USTDA: 6

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

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The objective of the Brazil Passenger Rail Signaling and Power Systems Upgrade RTM was to familiarize Brazilian officials with signaling, power station, and switchgear motorization technologies. The delegates participated in site visits, as well as meetings with related U.S. government agencies, private entities, and financial entities.

Brazil Water/Wastewater Energy Efficiency Reverse Trade Mission

Date: May 11-21, 2014

Location: Washington, DC; Seattle, WA; San Francisco, CA

Event expenses paid through FY 2014: \$149,095.90

Final cost of event will not exceed: \$220,850.21

Number of delegates whose event expenses were paid by USTDA: 10

Number of delegates whose event expenses were self-funded: 1

Number of USTDA employees whose event expenses were paid by USTDA: 2

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 6

The Brazil Water/Wastewater Energy Efficiency RTM familiarized Brazilian utility company representatives with the latest U.S. technologies, suppliers, and best practices in water and wastewater energy efficiency. The delegation met with U.S. clean energy suppliers and visited project sites that utilize U.S. clean energy technologies. The visit also included meetings with federal and local officials to discuss incentives to reduce pollution and encourage the deployment of power generation technologies at water and wastewater facilities. The delegation was comprised of Brazilian water and wastewater utility decision-makers that represent major project development opportunities. This RTM was part of USTDA's Brazil Clean Energy Exchange Program, which aimed to familiarize Brazilian government and private sector officials, regulators and project sponsors with U.S. clean energy and energy efficiency technologies.

U.S.-China Shale Gas Training Program - Efficiency Improvements and Cost Savings

Date: May 15-16, 2014

Location: Beijing, China

Event expenses paid through FY 2014: \$26,319.50

Final cost of event will not exceed: \$101,916

Number of participants and speakers whose event expenses were paid by USTDA: 120

Number of USTDA employees whose event expenses were paid by USTDA: 2

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 4

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USTDA funded a series of four workshops to focus on U.S.-China development of China's shale gas resources. The fourth and final workshop of this public-private partnership occurred from May 15-16, 2014 in China. The workshops were delivered in partnership with the U.S. Departments of Energy and Commerce and China's National Energy Administration (NEA), and included expert presentations on technological and commercial aspects related to improving efficiency and reducing costs in shale gas development. The workshops also connected U.S. shale gas technology suppliers with Chinese companies and officials involved in China's shale gas industry.

ConnectMEX: U.S.-Mexico Transport and Telecom Conference

Date: May 28-30, 2014

Location: Mexico City, Mexico

Event expenses paid through FY 2014: \$196,882.73

Final cost of event will not exceed: \$312,497.60

Number of speakers whose event expenses were paid by USTDA: 5

Number of participants whose event expenses were self-funded: 131

Number of USTDA employees whose event expenses were paid by USTDA: 5

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 12

USTDA sponsored ConnectMEX: U.S.-Mexico Transport and Telecom Conference from May 28-30, 2014 in Mexico City in order to position U.S. companies for success in implementing critical infrastructure projects supporting the country's 2014-2018 National Infrastructure Program. This conference brought together U.S. companies and key project sponsors from throughout Mexico to discuss specific project opportunities in the transportation and telecommunications sectors.

Brazil Airport Quality of Service Reverse Trade Mission

Date: June 2-6, 2014

Location: Savannah, GA; Dallas, TX

Event expenses paid through FY 2014: \$95,413.54

Final cost of event will not exceed: \$138,894.45

Number of delegates whose event expenses were paid by USTDA: 7

Number of delegates whose event expenses were self-funded: 2

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of contractor personnel whose event expenses were paid by USTDA: 2

The objective of the Brazil Airport Quality of Service RTM was to familiarize Brazilian airport and aviation officials with the latest in quality of airport services, management, technologies, and best practices. The program included a visit to Savannah-Hilton Head International Airport followed by

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site visits and briefings at Dallas-Fort Worth International Airport, Dallas Love Field, and various U.S. aviation companies in the Dallas metro area.

U.S.-South Africa Aviation Training Program - Aviation Operations and Safety Training Workshop

Date: June 2-6, 2014

Location: Daytona Beach, FL; Orlando, FL

Event expenses paid through FY 2014: \$118,849.90

Final cost of event will not exceed: \$156,852.07

Number of delegates whose event expenses were paid by USTDA: 8

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of contractor personnel whose event expenses were paid by USTDA: 2

The Aviation Operations and Safety Training Workshop, held June 2-6, 2014, brought South African aviation safety officials to the United States for a week-long program. The workshop was the first of six training programs conducted as part of USTDA's U.S.-South Africa Aviation Training Program. The workshop included three days of training on safety risk management; human factors; creating a positive safety culture; and various facets of safety management systems at Embry-Riddle Aeronautical University in Daytona Beach, FL. In Orlando, FL, delegates toured Orlando International and Orlando Sanford International airports, and met with representatives from a number of U.S. companies to discuss relevant U.S. products and services that may help meet the future needs of the delegates' organizations.

Morocco Solar Photovoltaic Reverse Trade Mission

Date: June 8-18, 2014

Location: San Francisco, CA; Denver, CO

Event expenses paid through FY 2014: \$232,325.93

Final cost of event will not exceed: \$264,127.15

Number of delegates whose event expenses were paid by USTDA: 12

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 7

USTDA hosted a delegation of key public sector officials from Morocco's energy sector on a visit to the United States to participate in the Solar Photovoltaic (PV) RTM. During the RTM, the delegation had the opportunity to meet with U.S. companies to learn about the leading solar PV technology solutions, equipment, and services that can support efforts to expand solar PV development in Morocco. The RTM also included a Business Briefing in San Francisco, CA, where

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U.S. companies learned about upcoming solar PV project opportunities and met with the senior-level decision-making delegates.

Vietnam Smart Grid Development and Implementation Reverse Trade Mission

Date: June 16-26, 2014

Location: Washington, DC; Raleigh-Durham, NC; Atlanta, GA; San Francisco, CA

Event expenses paid through FY 2014: \$199,566.71

Final cost of event will not exceed: \$254,615.88

Number of delegates whose event expenses were paid by USTDA: 10

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 4

USTDA hosted a delegation of key officials from Electricity Vietnam's Ho Chi Minh City Power Corporation on a visit to the United States to participate in an RTM focused on smart grid development. During this RTM, the delegation had the opportunity to meet with U.S. companies to learn about smart grid distribution technologies that can support efforts to modernize and enhance power system efficiency and reliability in Vietnam. The RTM also included a Business Briefing in Santa Clara, CA, where U.S. companies learned about upcoming smart grid project opportunities in Vietnam and met with the delegates.

China Shale Gas Development and Technologies Reverse Trade Mission

Date: June 23-July 3, 2014

Location: Washington, DC; Pittsburgh, PA; Houston, TX; Dallas, TX

Event expenses paid through FY 2014: \$1,357.61

Final cost of event will not exceed: \$281,335.61

Number of delegates whose event expenses were paid by USTDA: 8

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

USTDA sponsored an RTM to the United States for key individuals representing China's shale gas sector. The RTM introduced the delegation to U.S. firms that export technology, services, and products that can assist China in developing the country's shale gas resources. As part of its eleven-day tour in the United States, the Chinese delegation briefed U.S. companies on the status

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of the China shale gas industry in Houston, TX. The Energy Information Administration estimates that China's risked technically recoverable shale gas reserves are 1,115 trillion cubic feet, trailing only the United States. China is fully committed to developing this resource. Attending companies were able to meet one-on-one with the delegates as part of the program.

Vietnam Airport Development and Operations Reverse Trade Mission

Date: July 22-31, 2014

Location: Washington, DC; Louisville, KY; Cincinnati, OH; San Francisco, CA

Event expenses paid through FY 2014: \$232,785.14

Final cost of event will not exceed: \$260,977.80

Number of delegates whose event expenses were paid by USTDA: 11

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

USTDA hosted a delegation of key officials from Vietnam's Ministry of Transport, Airports Corporation of Vietnam, and the Civil Aviation Administration of Vietnam on a visit to the United States to participate in the Airport Operations and Development RTM. During this RTM, the delegation had the opportunity to meet with U.S. companies to learn about airport safety, security, terminal design, and airport operations; aeronautical services; maintenance, repair and overhaul facilities; and cargo operations that can support efforts to upgrade aviation infrastructure in order to meet growing air travel demand in Vietnam. The RTM also included a Business Briefing in Washington DC on July 22, 2014, where U.S. companies learned about upcoming airport and aviation project opportunities and met with the senior-level decision-making delegates.

African Leaders' Visit: Transport

Date: July 30-August 1, 2014

Location: Chicago, IL

Event expenses paid through FY 2014: \$376,144.10

Final cost of event will not exceed: \$583,724.92¹

Number of delegates whose event expenses were paid by USTDA: 34

¹ Waiver of expenses in excess of \$500,000 on a single conference limitation provided by the Director of USTDA on June 16, 2014.

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Number of USTDA employees whose event expenses were paid by USTDA: 5

Number of contractor personnel (including interpreters and advance teams) whose event expenses were paid by USTDA: 15

USTDA and the U.S. Department of Transportation co-hosted the African Leaders' Visit: Transport for a number of ministers who have recently announced plans for significant near-term expansions in both rail and aviation infrastructure. Designated as an official event of the U.S.-African Leaders' Summit, the visit introduced delegates to policymakers, financiers, technical experts, and equipment and services suppliers from the U.S. aviation and rail sectors. Meetings and site visits showcased Chicago's position as a rail and aviation hub and offered participants a chance to observe advanced transportation infrastructure.

Delegates included:

- His Excellency Amar Ghoul, Minister of Transport, Government of People's Democratic Republic of Algeria
- His Excellency Workneh Gebeyehu, Minister of Transport, Government of Federal Democratic Republic of Ethiopia
- His Excellency Sindiso Ngwenya, Secretary General, Common Market for Eastern and Southern Africa
- Her Excellency Elizabeth Dipuo Peters, Minister of Transport, Republic of South Africa
- His Excellency Augusto da Silva Tomás, Minister of Transport, Republic of Angola
- His Excellency Senator Idris Audu Umar, Minister of Transport, Government of Federal Republic of Nigeria

African Leaders' Visit: Energy

Date: July 30-August 1, 2014

Location: Houston, TX

Event expenses paid through FY 2014: \$399,398.43

Final cost of event will not exceed: \$609,488.94²

Number of delegates whose event expenses were paid by USTDA: 8

Number of USTDA employees whose event expenses were paid by USTDA: 4

Number of contractor personnel (including advance teams) whose event expenses were paid by USTDA: 14

² Waiver of expenses in excess of \$500,000 on a single conference limitation provided by the Director of USTDA on June 16, 2014.

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USTDA and the U.S. Department of Energy co-hosted the African Leaders' Visit: Energy for ministers facing important decisions on how best to develop recent discoveries of significant natural gas reserves. Designated as an official event of the U.S.-African Leaders' Summit, the visit showcased U.S. experience in developing its natural gas sector, as well as opportunities for strengthening partnerships with the United States as the countries harness their newly discovered resources and build critical supporting infrastructure. It also emphasized the need for good governance and transparency to ensure a sound marketplace. Site visits near Houston, TX showcased gas infrastructure installations and pipeline architecture.

Delegates included:

- His Excellency Davis Chirchir, Cabinet Secretary for Energy and Petroleum, Republic of Kenya
- The Honorable Governor Josphat Nanok, Turkana County, Republic of Kenya
- His Excellency Prof. Sospeter Muhongo, Minister of Energy and Minerals, United Republic of Tanzania

Vietnam Global Procurement Initiative Training

Date: August 4-6, 2014

Location: Hanoi, Vietnam

Event expenses paid through FY 2014: \$53,347.68

Final cost of event will not exceed: \$193,467.55

Number of participants and speakers whose event expenses were paid by USTDA: 30

Number of participants whose meal expenses were paid by USTDA: 66

Number of USTDA employees whose event expenses were paid by USTDA: 2

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 5

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

In August 2014, USTDA formalized its partnership with the Government of Vietnam under the GPI through initiating the first phase of the Procurement Assistance Program for Vietnam. The Agency provided a training workshop in Hanoi, Vietnam for national and provincial procurement officials from ministries and state-owned enterprises to educate them on how to use best-value determinations and life-cycle cost analysis in the procurement process. The training was led by the George Washington University Law School's Government Procurement Law Program, alongside technical specialists in life-cycle cost analysis. The trainings were designed to help the Government of Vietnam implement its newly revised procurement law, which includes a greater focus on best value determination and life-cycle cost analysis in tender evaluations.

Brazil Distributed Generation Technologies Reverse Trade Mission

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Date: September 8-17, 2014

Location: Los Angeles, CA; San Francisco, CA; Washington, DC

Event expenses paid through FY 2014: \$180,560.71

Final cost of event will not exceed: \$218,801.09

Number of delegates whose event expenses were paid by USTDA: 8

Number of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 6

The objective of the Brazil Distributed Generation Technologies RTM was to familiarize Brazilian representatives from utility companies and public entities with the latest U.S. technologies, suppliers, and best practices in distributed generation. The delegation met with U.S. suppliers of equipment and services and visited project sites that utilize distributed generation technologies, including grid integration, energy storage, system controls, data communications, and other relevant technologies. The visit also included meetings with federal and local officials and financing institutions. The delegation was comprised of regulators and Brazilian utility decision-makers that represent major project development opportunities. A Business Briefing was held in San Francisco, CA. Attending U.S. companies met the delegation and learned about upcoming procurement opportunities in Brazil. This RTM was part of USTDA's Brazil Clean Energy Exchange Program, which aimed to familiarize Brazilian government and private sector officials, regulators and project sponsors with U.S. clean energy and energy efficiency technologies .

U.S.-China Intellectual Property Rights Training Program

Date: September 14-27, 2014

Location: Washington, DC; Alexandria, VA; New York, NY; Wilmington, DE

Event expenses paid through FY 2014: \$206,181.10

Final cost of event will not exceed: \$365,120.10

Number of delegates whose event expenses were paid by USTDA: 14

Number of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 4

USTDA funded this public-private training program to promote China's increased enforcement of its Intellectual Property Rights (IPR) laws. This training program was requested by the Office of the United States Trade Representative (USTR), U.S. industry, and the Chinese Ministry of Commerce (MOFCOM). The training brought Chinese officials, judges, and members of the legislative committee of the National People's Congress to the United States for meetings and seminars with U.S. government agencies, especially the U.S. Patent and Trademark Office (USPTO), judges, lawyers, and industry representatives. The program's objective is to improve China's civil, criminal, and administrative IPR enforcement in a transparent manner, which will improve U.S. companies' ability to participate in the Chinese market.

U.S.-South Africa Aviation Training Program - Aviation Awareness and Skills Development Study Tour

Date: September 15-21, 2014

Location: Seattle, WA; Cincinnati, OH

Event expenses paid through FY 2014: \$60,859.28

Final cost of event will not exceed: \$157,977.73

Number of delegates whose event expenses were paid by USTDA: 12

Number of USTDA employees whose event expenses were paid by USTDA: 2

Number of contractor personnel whose event expenses were paid by USTDA: 4

The Aviation Awareness and Skills Development Study Tour, held September 15-21, 2014, brought South African educators and airline officials to the United States for a week-long program aimed at fostering the development of aviation awareness and training. The program included meetings with technical experts and educators, focusing on human capacity development, technology innovations, and capabilities within the United States.

U.S.-South Africa Aviation Training Program - Airport and Terminal Airspace Capacity Development Training Program

Date: September 29-October 3, 2014

Location: Alexandria, VA; Washington, DC

Event expenses paid through FY 2014: \$42,000.49

Final cost of event will not exceed: \$158,250.69

Number of delegates whose event expenses were paid by USTDA: 8

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of contractor personnel whose event expenses were paid by USTDA: 4

The Airport and Terminal Airspace Capacity Development Training Program, held September 29-October 3, 2014, brought South African aviation officials to the United States for a week-long program that focused on a combination of policies, procedures, and physical planning tools that will support South Africa's capacity to accommodate changes in aircraft fleets associated with changes in demand for air traffic services. The program included a three-day workshop, as well as meetings with technical experts from the U.S. aviation industry.

Malawi Power Sector Opportunities Reverse Trade Mission

Date: September 29-October 10, 2014

Location: Washington, DC; Miami, FL; Atlanta, GA

Event expenses paid through FY 2014: \$170,918.40

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Final cost of event will not exceed: \$334,114.43 Number of delegates whose event expenses were paid by USTDA: 12

Number of USTDA employees whose event expenses were paid by USTDA: 1

Number of contractor personnel whose event expenses were paid by USTDA: 2

This RTM introduced high-level representatives from Malawi's electric power sector to state-of-the-art U.S. technologies, equipment, and services, as well as policies, regulations, and financing mechanisms that can support the modernization of Malawi's power sector. The RTM supported the implementation of the \$350.7 million Millennium Challenge Corporation (MCC) Compact with the Government of Malawi, fostered the implementation of power projects in Malawi that will build upon the MCC-Malawi Compact (including the \$84.7 million World Bank Energy Support Project), and encouraged the participation of U.S. companies in Malawi's power sector. The visit included a Business Briefing at USTDA's headquarters in Arlington, VA. The Business Briefing provided U.S. companies with detailed information about upcoming procurements and other opportunities to participate in the reshaping of Malawi's power sector. The visit also included participation in the World Energy Engineering Congress annual conference, as well as other meetings and site visits in Washington, DC; Miami, FL; and Atlanta, GA.